

DARPA BAA PROCESS

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BAA Process

- READ THE BAA
- Drafting the BAA
 - Words are meaningful
 - “Must” and “shall”
 - “May”
- Technical vs. administrative
 - Technical leads to “selectable”
 - Administrative leads to contract award
 - Cost proposal
 - IP assertions



- Proposal preparation/submission
 - Instructions are detailed in the BAA (**follow closely**)
 - Funding instruments = procurement contract (s), other transactions, assistance instruments (grants, cooperative agreements)
- Assert rights to **all** technical data and computer software generated, developed, and/or delivered to which the Government will receive less than unlimited rights
 - Assertions that apply to Prime and Subs
 - Use defined "Basis of Assertion" and "Rights Category"
 - **Justify** "Basis of Assertion"
- If you don't justify your proposed costs, we can't justify awarding you a contract
- Read evaluation criteria carefully